



Q4/FY15 RESULTS

Highlights Q4 2015

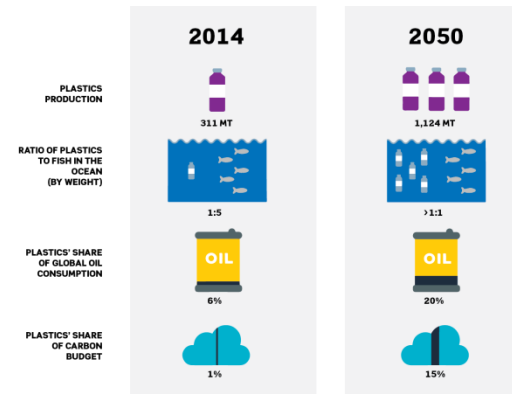
- **Organic net sales growth of 4.5%, mostly price/mix driven (2.8%)**
 - Net sales growth of 14.9%; currencies added 9.0%
- **EBITDA Q4 excluding one-off items EBITDA € 33.2M (Q4 14: € 30.2M): +10%**
 - Organic decrease of 6% due to 1) absorption effect, 2) higher variable compensation, 3) higher R&D spending in Biobased Innovations
- **Streamline program: € 4.0M savings in Q4, YTD € 15.0M**
 - Final major project, closing Kansas plant, not yet completed.
- **Proposed return to shareholders of € 75M, in addition to regular dividend**
- **Confirmed intention to construct a 75kTpa PLA plant in Thailand**

PLA – “Business as usual” no longer an option for fossil plastics

Only fossil-based plastics is not an option anymore

- Fossil-based plastics increased 20x since mid-60s
- By 2050 that will nearly triple from current levels under no-action scenario
- Fossil-based plastics are 15% of our carbon budget by 2050, from 1% today

Fossil-based plastics impact 2014 - 2050

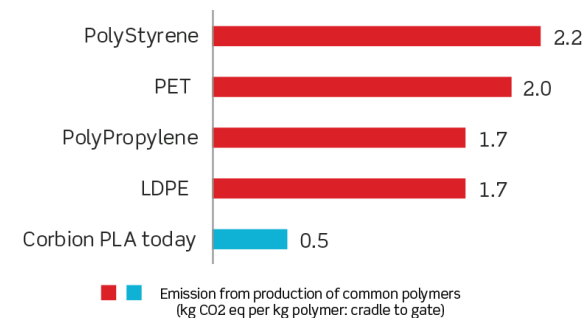


Source: The New Plastics Economy: Rethinking the Future of Plastics, 2019

It's not just about oil supply anymore

- CO₂ reduction has increased in relevance
- Paris accord commits countries to limit greenhouse gas emissions as soon as possible
- Biodegradability and recycling both play key role in solution

Carbon Footprint: PLA vs fossil based plastics



Source: www.lca.plasticseurope.org

PLA – Market Update

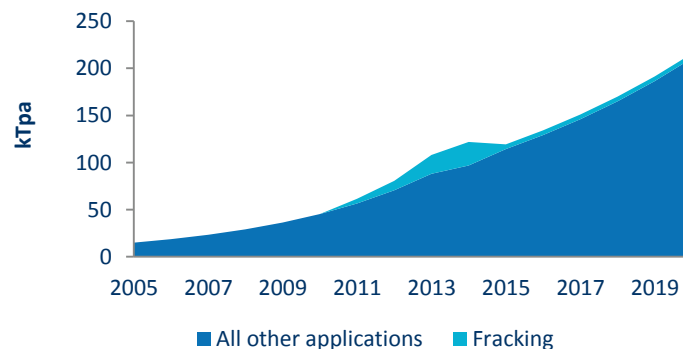
Market currently stable at 120 kTpa, but growth expected to resume

- Fracking applications had major positive impact on 2011-2014H1, but declined steeply from 2014H2 to low levels
- Underlying growth excl. fracking has continued

Polystyrene prices have remained relatively high despite oil price drop

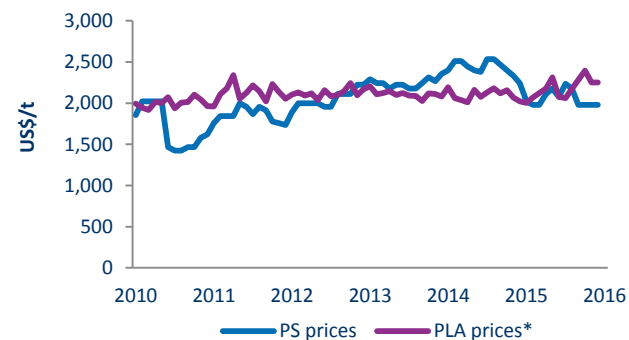
- Tight supply in Styrene monomer so far
- PLA price stable despite declining carbohydrate prices

PLA Market Size



Source: Company estimates

PLA vs PolyStyrene prices



* US export prices

Source: ICIS, Globaltradetracker

PLA – Progress report

>15 Letters of Intent signed with customers

- Majority of these customers are testing or have already validated Corbion PLA
- First (small volume) commercial sales to number of customers

Launched full portfolio of PLA resins

- Polymerization partners: Hisun, Supla, Synbra

Examples of new PLA applications being launched by our customers

- Single use coffee capsules
- Drainage pipe-system

Corbion's PLA portfolio

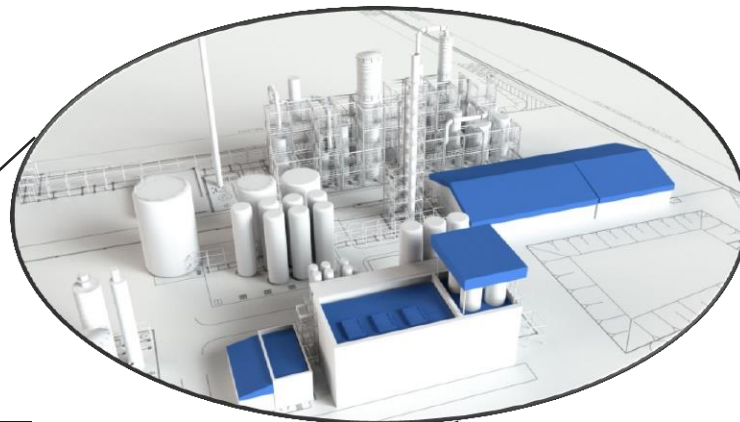
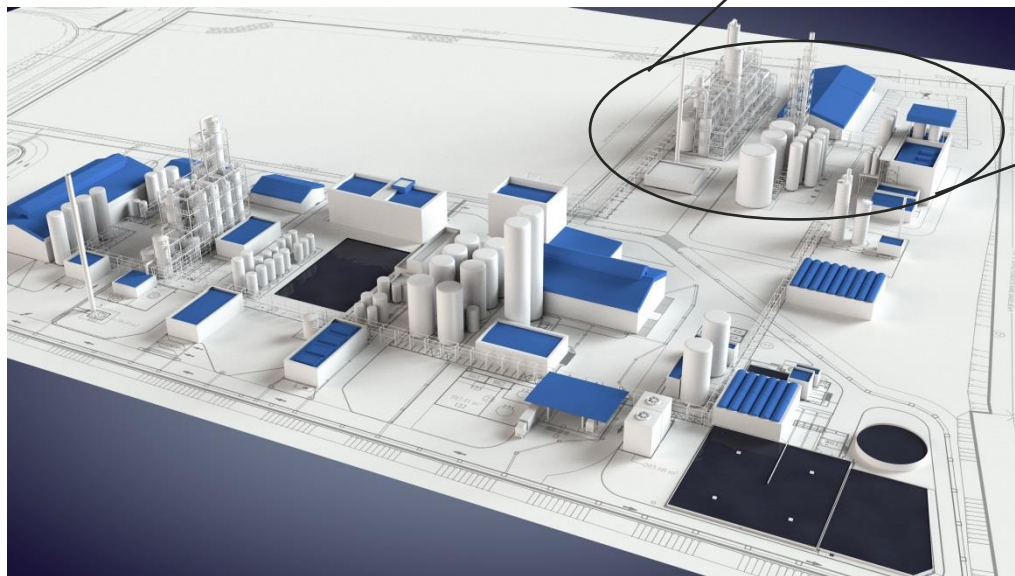
Increasing molecular weight ↑	L175	LX175		Extrusion, thermoforming fiber spinning
	L130			Injection molding, fiber spinning
	L105			Injection molding
			D070	Nucleating agent
	PLLA	Standard PLA	PDLA	

For more information: <http://www.corbion.com/bioplastics/download-center>



PLA – What we will build

- **PLA:** 75 kTpa – est. capex € 65M
- **Lactide extension:** +25 kTpa - est. capex € 20M
 - Distillation: enables cost competitive production for existing PLA markets
 - Lactide-only customers will have secure supply



Timeline: Operational in H2 2018

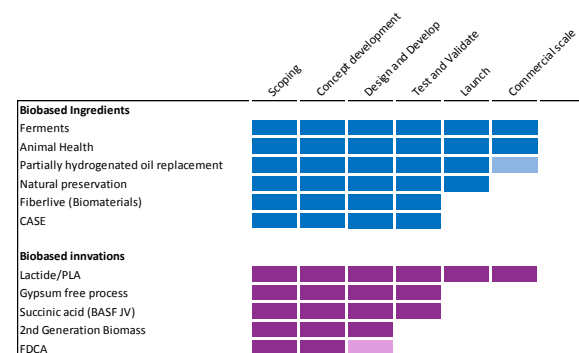
Location: Rayong, Thailand

R&D roadmap – Progress in H2 2015

€ million	YTD 2015	YTD 2014
R&D expenses cash-out	32.8	34.0
Capitalization	-2.7	-4.5
Amortization / depreciation	2.5	2.5
R&D expenses excl. one-off items	32.7	32.0

Transfer Emulsifier portfolio to non-PHO

- FDA announced in June 2015 it will no longer recognize Partially Hydrogenated Oils (PHOs) as safe by 2018
- Corbion launched non-PHO emulsifiers portfolio at moment of FDA announcement
- Our non-PHO products are drop-in. Some competitors are betting on non-drop-in solutions



Q4/FY 2015 Financials

Profit & Loss: Q4 and FY2015

€ million	Q4 2015	Q4 2014	%	YTD 2015	YTD 2014	%
Net Sales	230.4	200.6	14.9%	918.3	770.1	19.2%
EBITDA excl. one-off items	33.2	30.2	9.9%	150.3	109.6	37.1%
<i>EBITDA margin</i>	<i>14.4%</i>	<i>15.1%</i>		<i>16.4%</i>	<i>14.2%</i>	
Depreciation & Amortization				(45.9)	(44.1)	
One-off items				4.1	(52.6)	
EBIT				108.6	12.9	
Financial income/expenses				(5.8)	(9.5)	
Result joint ventures/assoc.				(0.6)	(1.6)	
Taxes				(22.0)	(20.2)	
Result after tax				80.2	(18.3)	
EPS				1.29	-0.34	
EPS excl. one-off items				1.20	0.61	

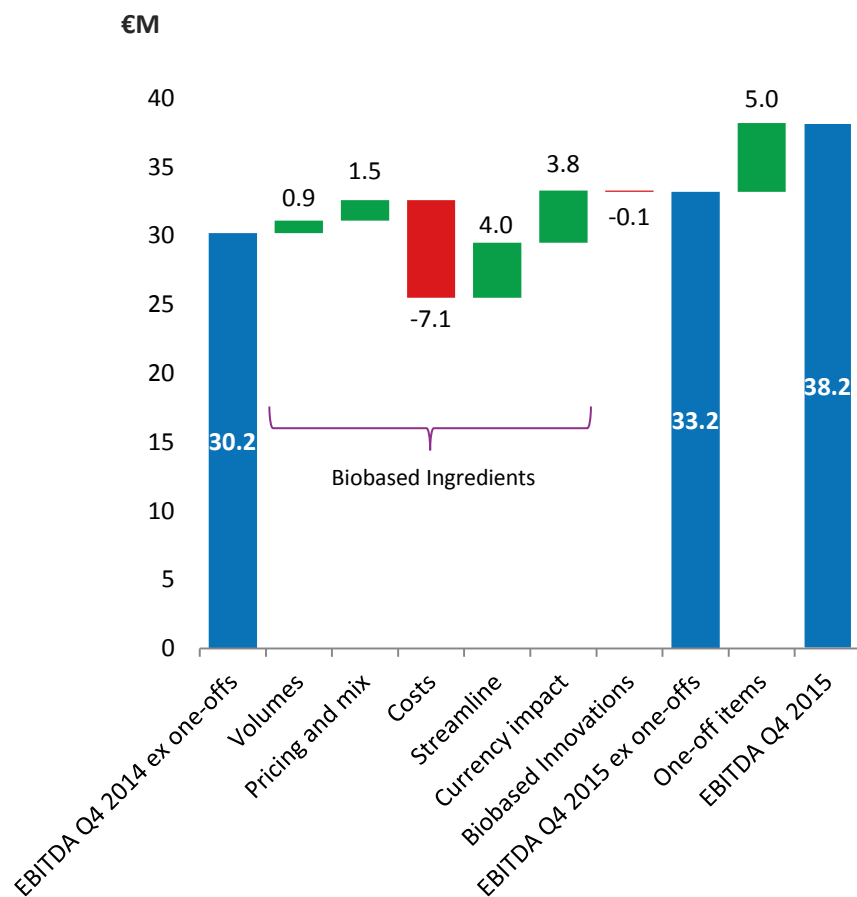
- EBITDA excl. one-off items growth 9.9% in Q4 supported by:
 - Volume growth
 - Stronger USD
- EBITDA excl. one-off items organic decrease of 6.0% in Q4 2015
- Positive one-off items of € 4.1M, related to Grandview insurance proceeds
- FY 2015 Net result of € 80.2M
- EPS FY 2015: € 1.29

Sales Growth per segment in Q4 2015

Vs Q4 2014	Total Growth	Currency	Total growth at constant currency	Acquisitions	Organic	Price/Mix	Volume
Biobased Ingredients	12.2%	9.0%	3.2%	1.4%	1.8%	1.5%	0.3%
- Food	14.4%	9.9%	4.5%	1.6%	2.9%	1.7%	1.2%
- Biochemicals	5.5%	6.3%	-0.8%	0.9%	-1.7%	1.0%	-2.7%
Biobased Innovations	167.6%	9.4%	158.2%	0.0%	158.2%	18.8%	139.4%
Total	14.9%	9.0%	5.9%	1.4%	4.5%	2.8%	1.7%

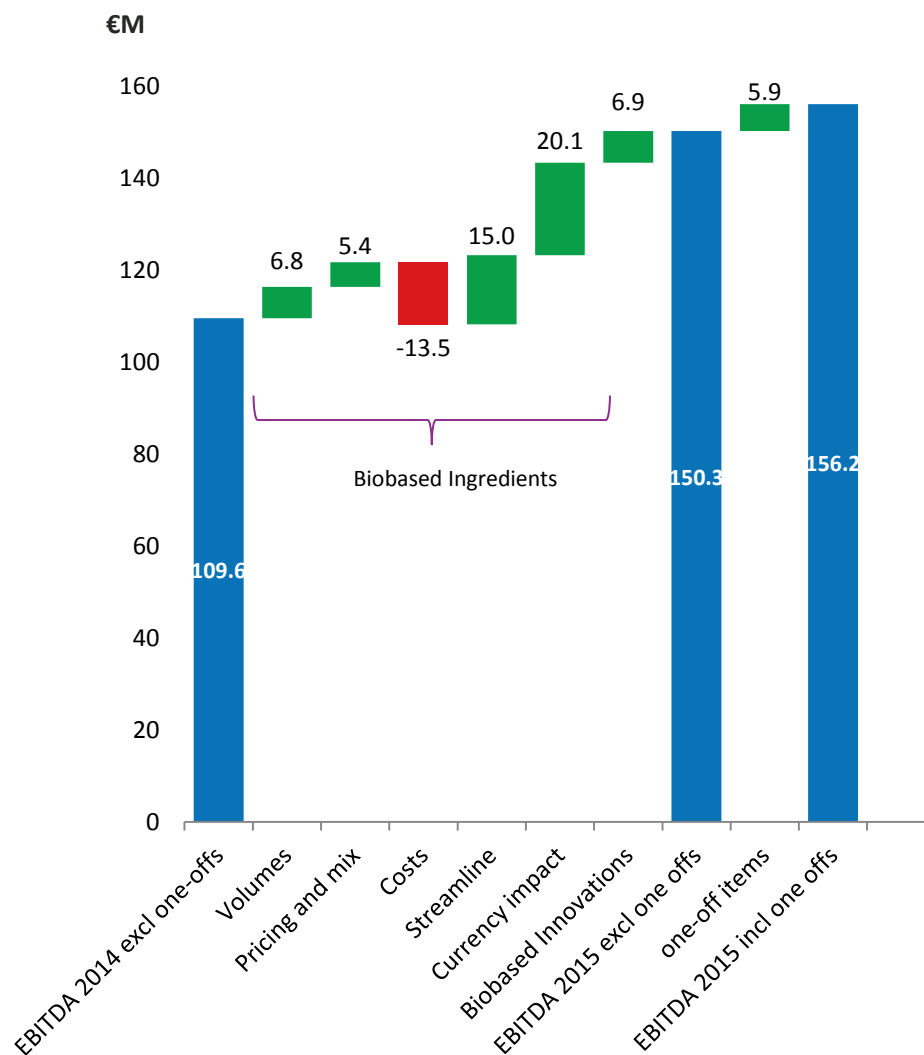
- Net Sales Growth of 14.9%, driven by:
 - Organic: 4.5%
 - Currencies: 9.0%

EBITDA bridge Q4 2015



- Organic volume growth Biobased Ingredients: 0.3%
- Cost level adversely impacted by non-structural items. E.g. Negative absorption effect and higher variable compensation
- Biobased Innovations: combination of higher sales and higher R&D spending
- Currency impact as \$ strengthened against Euro

EBITDA bridge FY 2015

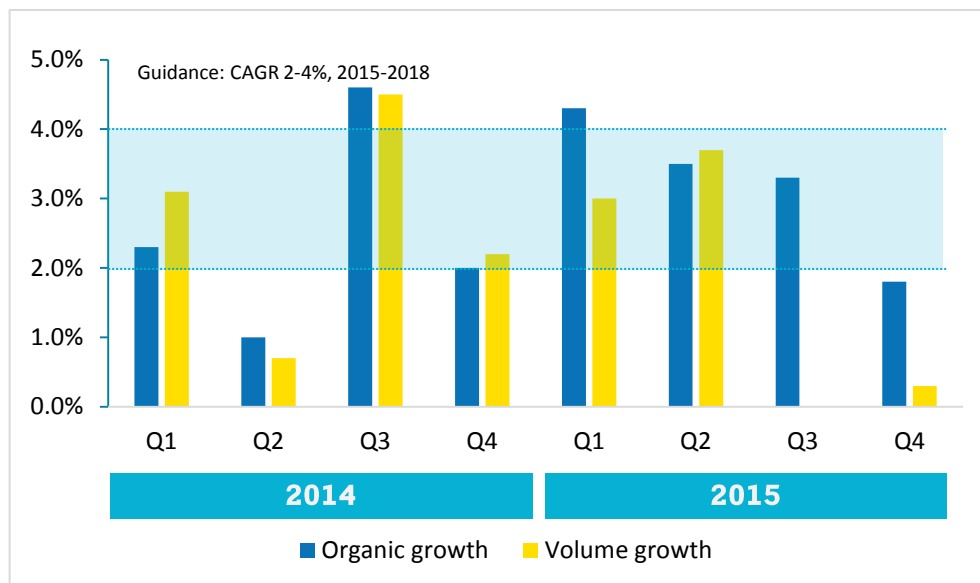


- Organic volume growth Biobased Ingredients: 1.7%
- Cost level adversely impacted by non-structural items. E.g. Negative absorption effect and higher variable compensation
- Positive program Streamline impact of € 15.0M
- Biobased Innovations: sales growth outpacing higher R&D spending
- Currency impact as \$ strengthened against Euro

Biobased Ingredients

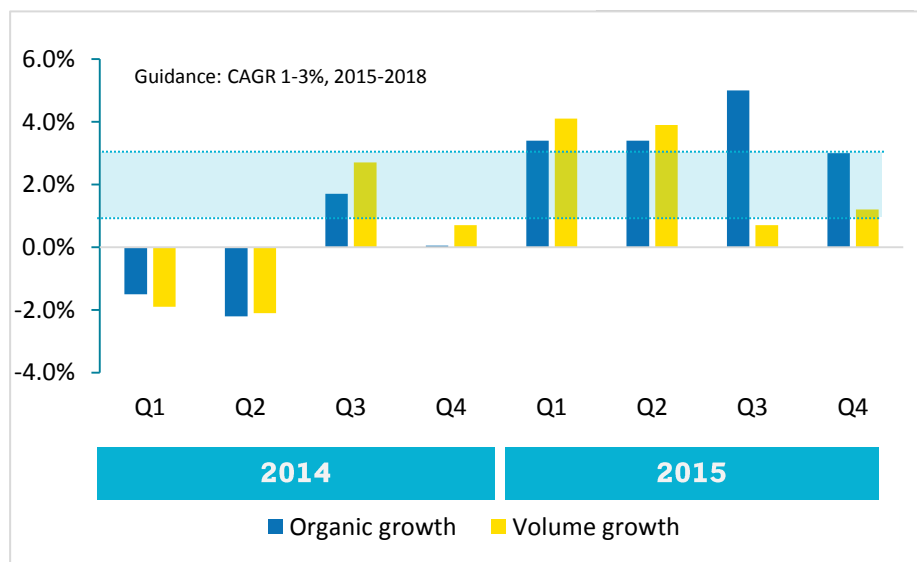
€ million	Q4 2015	Q4 2014	YTD 2015	YTD 2014
Net Sales	221.3	197.2	895.9	759.9
Organic growth	1.8%	2.0%	3.3%	2.5%
EBITDA excl. one-off items	35.2	32.1	155.0	121.2
Margin	15.9%	16.3%	17.3%	15.9%
ROCE			24.8%	19.8%

- Organic sales growth in Q4: 1.8%
- EBITDA margin decrease to 15.9% in Q4 (Q4 14: 16.3%)
 - Absorption effect
 - Higher variable compensation
- ROCE FY 2015 increased to 24.8% (FY14: 19.8%)



Business Segment Food

€ million	Q4 2015	Q4 2014	YTD 2015	YTD 2014
Net Sales	169.5	148.1	687.8	573.5
Organic growth	2.9%	0.0%	3.7%	-0.5%
EBITDA excl. one-off items	29.8	28.2	129.2	105.5
Margin	17.6%	19.0%	18.8%	18.4%



Q4 highlights

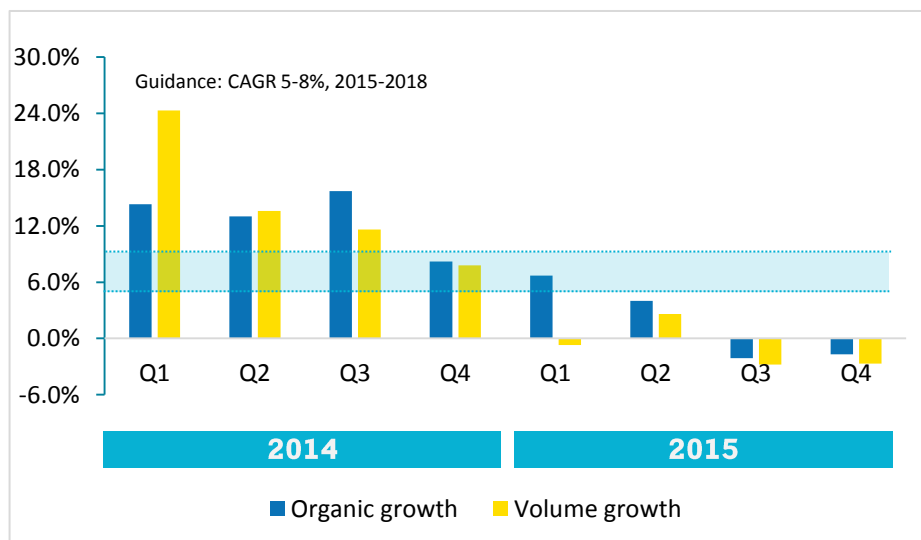
- Organic growth: 2.9%
- Bakery: sales down, in line with small market decline
- Meat:
 - US grew: more clean label and less customer switch to LCIU
 - RoW continued with good growth, mainly LatAm
- Other segments: Q4 increase after 3 consecutive quarters of negative growth

Business Segment Biochemicals

€ million	Q4 2015	Q4 2014	YTD 2015	YTD 2014
Net Sales	51.8	49.1	208.1	186.4
Organic growth	-1.7%	8.2%	1.6%	12.6%
EBITDA excl. one-off items	10.3	9.6	45.5	38.2
Margin	19.9%	19.6%	21.9%	20.5%

Q4 highlights

- Electronics and Medical Biomaterials market segments performed well
- Agrochemical and petrochemical markets weakened. Pharma impacted by quarterly phasing
- Feed acidifiers severely impacted growth negatively in Q4/FY15
- Comparatively weaker growth rates due to strong 2014



Biobased Innovations

€ million	Q4 2015	Q4 2014	YTD 2015	YTD 2014
Net Sales	9.1	3.4	22.4	10.2
Organic growth	158.2%	120.6%	106.7%	96.4%
EBITDA excl. one-off items	(2.0)	(1.9)	(4.7)	(11.6)
Margin	-21.8%	-56.3%	-20.8%	-113.2%

- EBITDA more negative in Q4 than in previous quarters
 - Ramp-up in R&D expenses
- Growth in bioplastics related sales accelerated in Q4
- Continued disciplined approach in developing new business platforms



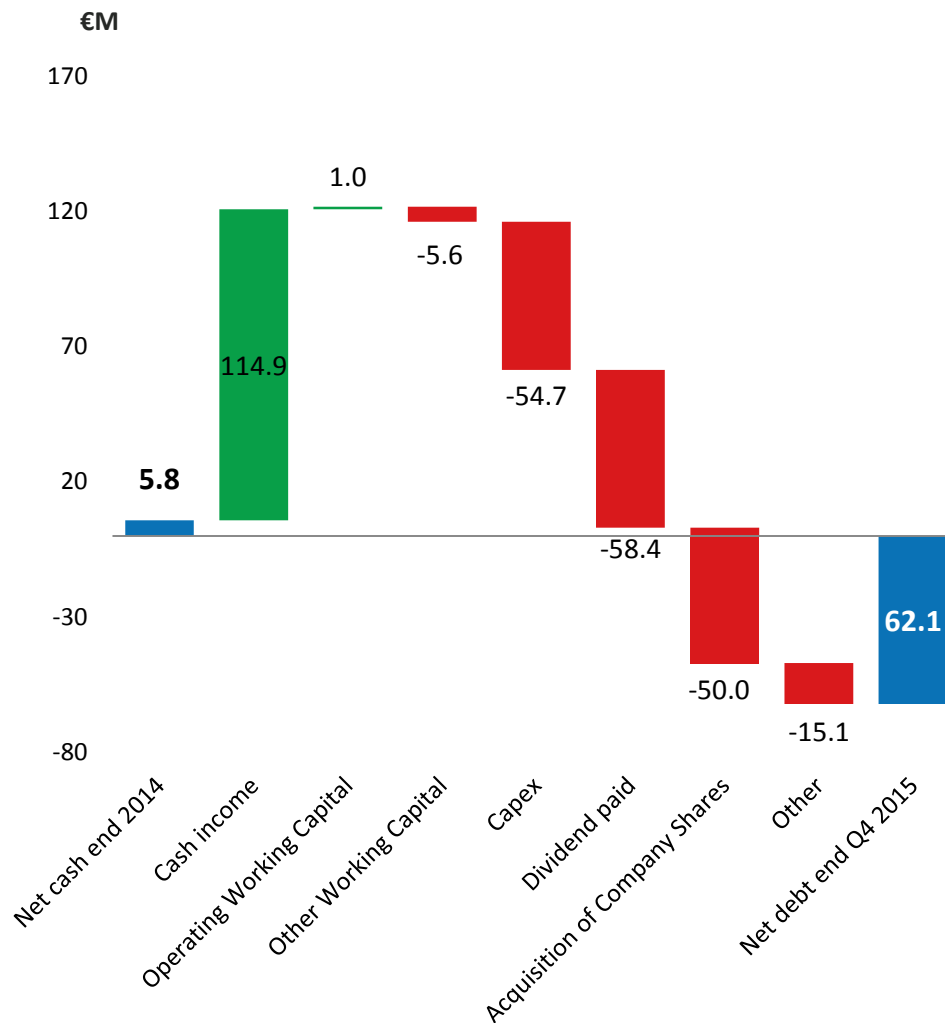
Streamline program progress

€ M	Strategy Oct 2014 Guidance	2014	2015	Total
Streamline:				
- EBITDA Savings (structural)	€ 20M	-	€ 15.0M	€ 15.0M
- EBITDA one-off impact	€ (20)M	€ (12.1)M	€ (0.1)M	€ (12.2)M
US Plant Consolidation:				
- Capex (cash)	€ (10)M	-	€ (7.0)M	€ (7.0)M
- Impairment (non cash)	No guidance	€ (8.2)M	-	€ (8.2)M

- Majority of Streamline program has been implemented:
 - Cost savings Q4: € 4.0M (FY 2015: € 15.0M)
 - Large remaining initiative: US plant consolidation
 - Closure of our Kansas Avenue powder blending plant (integrated into Totowa, NJ plant)
 - Total expected annual savings of € 20M (@ run rate before end 2016) maintained
- Production in Totowa plant not yet at satisfactory levels
- Remaining one-off Streamline costs (< € 8M) within guidance range (€ 20M)

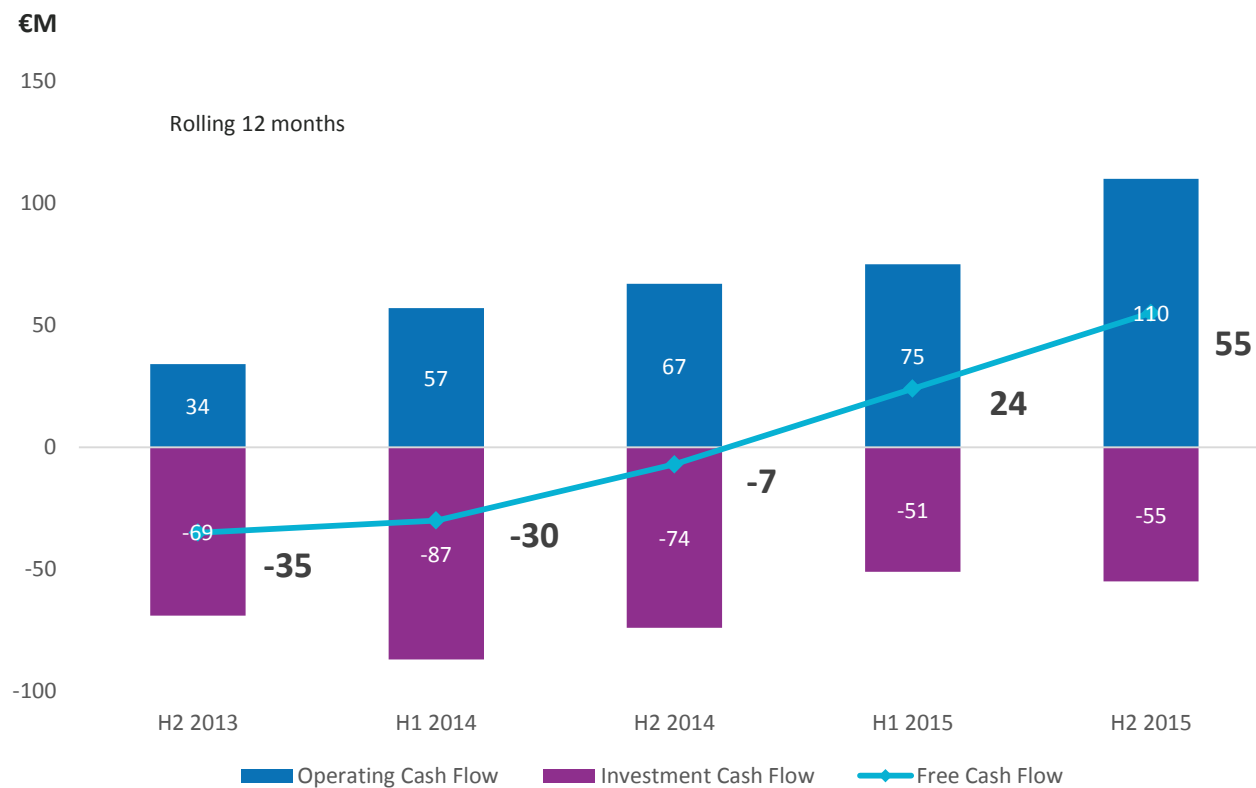
€ M	Q1	Q2	Q3	Q4	FY15
Savings	2.5	4.3	4.2	4.0	15.0

Net debt/cash bridge FY 2015



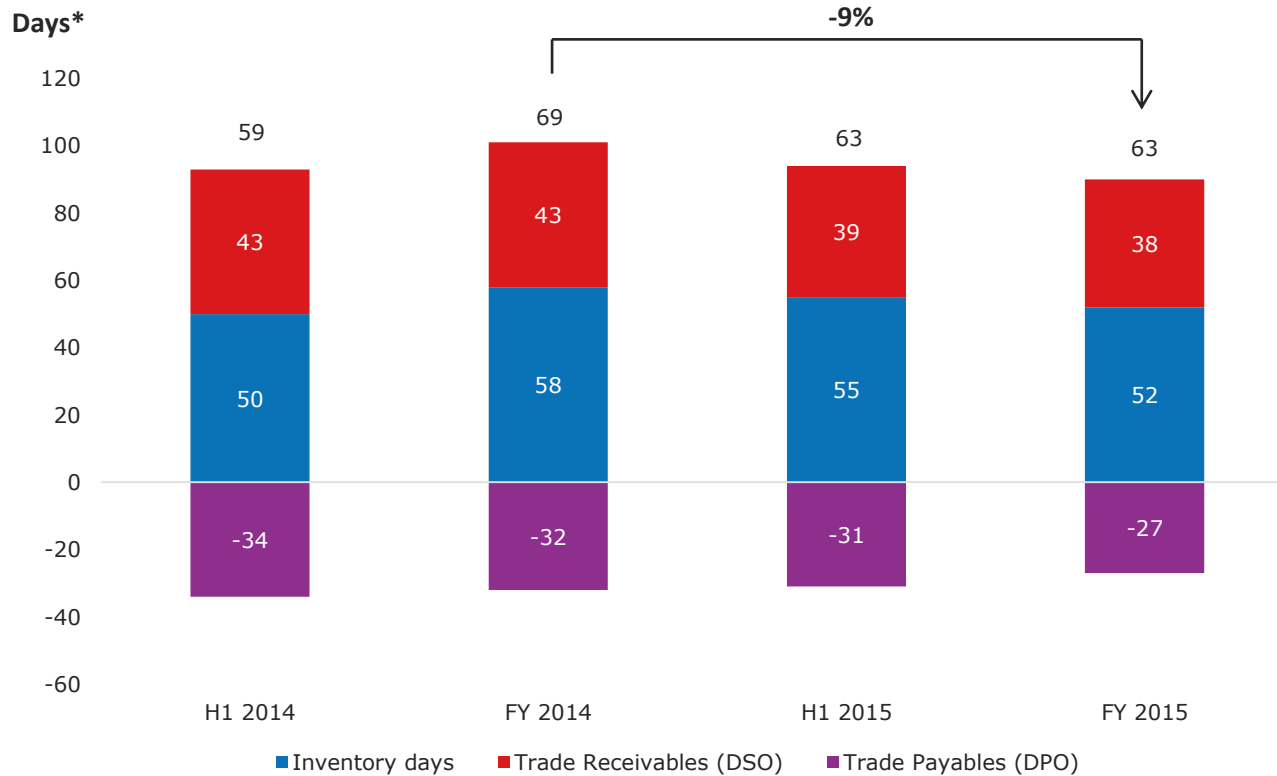
- **Net debt** position of € 62.1M per end of 2015
- **Net debt/EBITDA** ratio of 0.4x
- **Operating Working Capital** decreased by €1.0M
- **Dividend & additional returns to shareholders**
 - € 108.4M cash-out in total

Free Cash Flow



- Improving trend in free cash flow

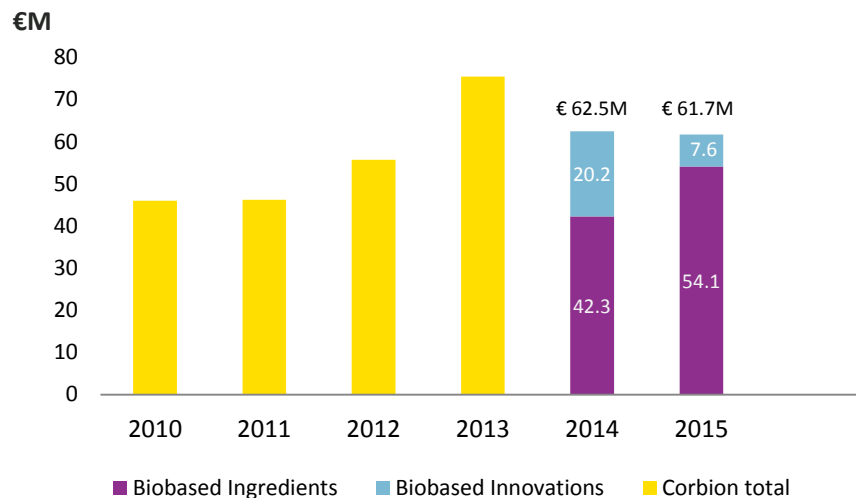
Operating Working capital



*Balance sheet position (e.g. inventory value)/net sales last quarter * 90

- Operating Working Capital (in days) significant improvement versus end 2014

Capital Expenditures



**Spending in line with indicated
€ 60-70M: € 61.7M**

Major capex projects in FY 2015

Maintenance

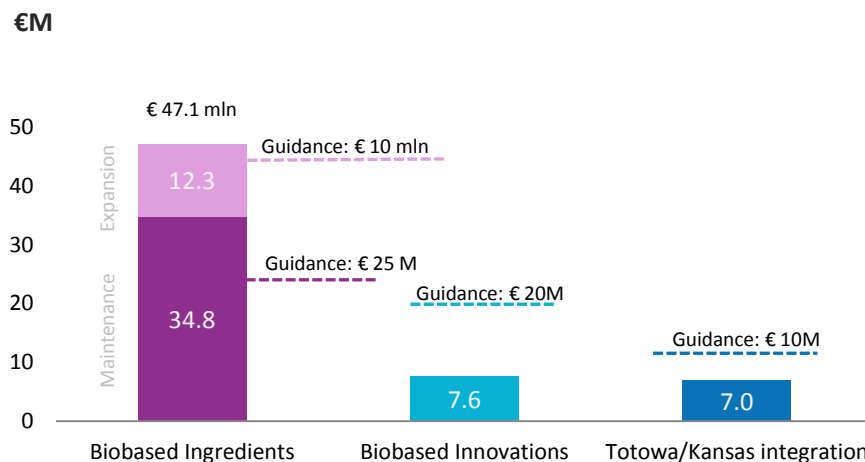
- Grandview facility
- Non-PHO emulsifier capability

Expansion

- Acid powder line

Other

- Totowa investments to facilitate Kansas plant integration



Dividend and share buyback

Payment Year	2014	2015	2016
Regular dividend (€/share)	0.15	0.21	0.43
Additional dividend (€/share)	-	0.81	0.42
Combined dividend yield*	1.0%	7.4%	3.9%
Additional dividend (€ M)	-	50	25
Share buyback (€ M)	-	50	50

*Reference share price 1/1 payment year

Regular dividend

- All cash € 0.43/share (35% pay-out ratio)

€ 75M Additional shareholder return 2016

- € 25M additional cash dividend: € 0.42/share
- € 50M share buyback
 - Program to commence March 2016 and to be completed by year-end
 - Purchased shares to be cancelled

Timing

- Dividend proposal (regular & additional) to be approved by AGM: 12 May 2016
- Ex-dividend: 16 May 2016
- Dividends paid: 19 May 2016

Outlook 2016

Biobased Ingredients growth in 2-4% range

- **Food:** Steady growth pattern
- **Biochemicals:** Improved growth rates from Q2 onwards

Streamline savings: Reach run-rate of annual savings of € 20M

Biobased Innovations

- Irregular product and sales order pattern, and spend phasing
- Continued high volatility in quarterly EBITDAs

Capex: € 80-90M including PLA

Our strategy – Disciplined Value Creation

